

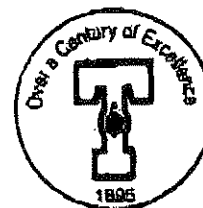
**TONAWANDA CITY SCHOOL DISTRICT**

100 HINDS STREET

TONAWANDA NY 14150

716-694-7680 – Phone

716-694-9467- Facsimil

*ADMINISTRATOR FOR BUSINESS & FINANCIAL SERVICES*JOSEPH A. GIARRIZZO

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November 5, 2009

**VIA FACSIMILE**  
11 PAGES

Barbara Fedchak  
Erie 1 BOCES  
355 Harlem Rd  
West Seneca NY 14224-1892

Re: WNRVYC Standards

Dear Ms. Fedchak:

Enclosed is the completed standards add/change request form along with additional backup paperwork. The Tonawanda City School District is requesting the IdealStor Disk Backup be added to the standards list.

If you have any concerns, or need additional information, do not hesitate to contact me.

Sincerely,

Joseph A. Giarrizzo  
Administrator, Business & Financial Services

/cs

[Print Form](#)**WNYRIC STANDARDS****Add/Change Request Form**

Submitted By:

Name Joseph Giarrizzo School District Tonawanda CSD Date 11/3/09Telephone Number (716) 694-7690 ext. 1013 E-Mail ID JGiarrizzo@tona.wnyric.ORGHardware or Software Recommended IdealStor backup appliance

Standards Category:

New: Backup Hardware

Existing: \_\_\_\_\_

Action Requested:

Add: X

Modify: \_\_\_\_\_

Remove: \_\_\_\_\_

Product Name: IdealStor Disk BackupProduct Manufacturer: IdealStorProduct Description: Removable Disk Backup

(Attach Product Technical Sheets)

Additional Comments: Need to replace our 6 year old unit in the very near future.

## EVALUATION CRITERIA

### A. Product Reliability

#### 1. Vendor / Product track record

Have had one in our district for the last 6 years and are very satisfied with it. Had 2 small issues in year 5 and they were handled quickly and to our satisfaction.

#### 2. Vendor support required

Included the first year and as maintenance in subsequent years for a cost.

#### 3. Ease of use

Very simple, as easy to use as a tape but much faster and more reliable

#### 4. Support required by RIC / school district

Comparable to a tape drive backup but less due to many less moving parts. Actually more like the support of server hardware.

#### 5. Potential to become "White Elephant"

Not likely as backup requirements increase, larger capacity drives can be purchased.

## 6. Training requirements

None

## B. Product-Price / Acquisition

### 1. Cost effectiveness

Higher initial cost to purchase drives but no on going costs like annual tape replacements. Drives are warranted for 3 to 5 years and do not require annual replacement as tape manufacturers recommend.

### 2. Acquire via NYS Contract or local bid

### 3. Cost of operation and support

Variable and optional. Per incident support available as an option.

### 4. Do any legal or contractual issues exist

Not aware of any.

**C. Product-Relationship to Other Standards****1. Compatibility to existing Standards**

Just like a tape units only it uses ejectable hard drives allowing off-site storage for safe keeping.

**2. What other options are available**

Various drives sizes (ex. 1TB, 2TB)

Various drive bay configurations (ex. 2,4,8)

**3. Relationship to previous research and changes since that time**

Original unit used IDE drives but new unit uses SATA drives.

**D.****BOCES-Service Needs****1. Define and explain the current need**

Tape backup is old technology and cumbersome. Annual tape replacement is required and tape failure rate is high.

**2. What existing CoSer and RIC Service does it fall under**

Instructional and CSLO

**3. What is the scope and size of the school population to be served**

Backup of all data to include all district personnel and student population

**4. Instructional and/or administrative goal supported**

State mandate for data backup and disaster recovery.

**5. Results of survey determining school district interest in using this product**

We use this product and there are several other districts that use it as well. We will need to purchase a new larger unit soon.

Signature of person making request



### Idealstor Solution Summary

Idealstor offers the best of disk and tape by making Serial ATA disks ejectable so that like a tape, the disks can be sent offsite for storage and disaster recovery. By using 3.5" SATA disks as backup media, Idealstor backup systems combine the speed, capacity and reliability of industry standard SATA disks with the portability of tape backup. Unlike other disk backup systems on the market, Idealstor does not need tape backup or replication to store data offsite. Backup administrators can simply run their backups to any capacity SATA disk (currently up to 2TB/disk) and remove that disk for offsite storage of critical data.

Removable disk backup from Idealstor offers you:

1. **Flexibility** - Fast, reliable and larger media than tape. Any capacity SATA disk can be used with our systems. With current disk capacities of 500GB, 1TB, 1.5TB and 2TB and with systems ranging from one removable disk up to 8, Idealstor systems can be used in a range of environments.

2. **Expandability** - as disk capacities increase, so does the capacity of any Idealstor backup system. Unlike tape, where a new system and media needs to be purchased, larger disks can simply be implemented to increase the capacity of any Idealstor backup system.

3. **Compatibility** - Idealstor backup systems are compatible with most backup software solutions on the market today. Implementing Idealstor is as simple as pointing your backup jobs to disk vs. tape. No other changes in backup routine, retention schedule or backup planning is required.

#### Idealstor Teralyte

Designed for the SMB or departmental backup, the Idealstor **Teralyte** offers the best of disk and tape in an affordable and easy to use backup solution. The Teralyte is available in a 1 Bay, 2 Bay and 4 Bay configuration offering up to 8TB of removable disk capacity. Like a tape drive, the Teralyte is designed to attach to a local server/backup server via a SATA controller that Idealstor provides. Disks appear as local disks to the backup system and backups can be sent to 1 or all of the disks simultaneously. The Teralyte comes with iBac Data Protection Software but can also be used with 3<sup>rd</sup> party backup software. Price range for the Teralyte is \$1995.00 to \$6495.00.



Teralyte 2000 Rack-mount - 4TB Capacity

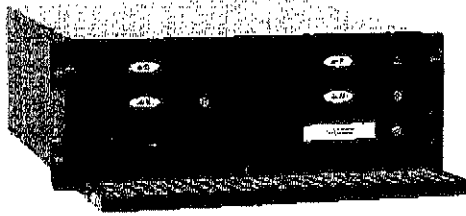
#### Idealstor Backup Appliance

The **Idealstor Backup Appliance** is complete disk to disk backup solution that runs Windows 2003/2008 Server and becomes the host for your backup software and the target for backup data. Unlike the Teralyte, the Idealstor Backup Appliance is a backup server and backup solution in one system. Backup software gets installed on this system and backup jobs are sent to the local removable disks. Connected to the network via GB Ethernet, our backup systems achieve average speeds of up to 2GB/minute and can perform multiple simultaneous backups. The Appliance is available in a 2, 4, 6 and 8 Bay and offers up to 16TB of removable disk backup capacity. Price range for the Idealstor Backup Appliance is \$7695.00 - \$15995.00



**IDEALSTOR™**  
BACKUP APPLIANCE

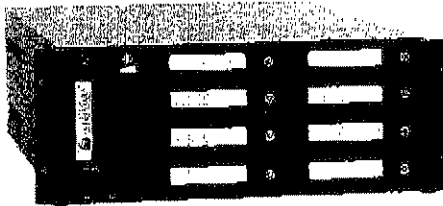
[www.idealstor.com](http://www.idealstor.com)



**Idealstor 4 Bay Appliance – 8TB Capacity**

### **Idealstor FrankeNAS**

The **FrankeNAS** is a modification of the Idealstor Backup Appliance and combines the redundancy of RAID5 storage with the offsite capabilities of Idealstor ejectable disk backup. This system comes configured with 2 to 4 Idealstor Ejectable Bays and up to 10TB of RAID5 storage. Administrators no longer need to buy a server dedicated for storage and a separate backup system from two different vendors. The FrankeNAS is an all in one appliance for the most demanding environments and is priced for any size business. Price range for the FrankeNAS is \$11495.00 - \$23995.00.



**Idealstor FrankeNAS- 8TB Removable with 9TB RAID**

### **iBac Data Protection Software – Version 5.0**

iBac 5.0 for Windows was developed to speed up and simplify the process of backing up and recovering critical data. iBac is a disk to disk backup software that combines native format backup, drag and drop restore, file level de-duplication and consistent point in time backups of Windows databases into one easy to use software package. Its scalability, performance, and reliability make it an ideal backup solution for every type of business from SMB's to the most demanding enterprise environments.

iBac leverages the random access nature of disk to create a high speed copy of your data. iBac can determine if any changes to a file have occurred since it was last backed up to a specific media - such as a removable SATA disk or disk array. If modifications are detected, only the changed files or portions of a file are backed up. Unlike most backup software, iBac gives you the option to merge those changes into the last backup giving you a full backup or you can use data de-duplication to store the changed data in a separate folder with pointers/links back to the original full backup. The end result will be a full backup, however, only the space of the changed data will be taken up on your disk target.

iBac 5.0 is licensed per server. The base backup license, iBac Single Server, includes the ability to backup any Windows 32 bit or 64 bit server and includes an open file backup option and our data de-duplication solution - iBac BVM. In addition, Open Volume Snapshot (OVS) is available to backup live databases such as Microsoft SQL and Exchange.



**IDEALSTOR™**  
BACKUP APPLIANCE

[www.idealstor.com](http://www.idealstor.com)

## About Idealstor SATA Backup Appliance

Higher transfer rates and shorter recovery times have been the holy-grail for backup and recovery. The Serial ATA platform is an enabling technology that has been designed to meet these needs by providing faster backup, vastly improved restore speeds and added functionality to disk to disk backup and recovery. The Idealstor SATA Backup Appliance is the first of its kind to combine the speed of SATA disks with the portability of tape by using disk media for both backup and offsite storage. Idealstor SATA uses any capacity/manufacture SATA disk as locally attached backup media. These disks can then be left in the system for nearline access and local storage or they can be physically removed, like a tape, and be used for offsite storage and disaster recovery. Disk to disk backup was invented to eliminate the problems associated with tape based backup, however with most industry solutions, tape is still required to take the data from the network to the vault. Idealstor SATA eliminates tape and makes backing up to disk a reality.

### Idealstor Eliminates Tape:

**Ejectable Disk Backup** - SATA disk are used as the backup and offsite media. Idealstor SATA uses a combination of Idealstor software and hardware to provide for safe removal of the backup disks.

**Faster Recovery Time** - SATA disks use Serial technology to quickly transfer data speeds. In addition, SATA disks use native command queuing to efficiently access data stored on the SATA platter.

**Complete Backup Appliance** - Idealstor SATA is a complete backup server running the Windows Operating System and using Intel components. This unit functions as the media server and target for backup saving on valuable rack space and eliminates the need to manage multiple devices from separate vendors.

**File Level De-Duplication** - Utilizing iBac Data Protection Software, virtualize your backups on the SATA disks and store your full backup in the space it takes to store your incrementals.

### Product Highlights:

- ⊗ Windows Operating System appliance that becomes the host for the backup software as well as the target for storage and backup jobs.
- ⊗ Backup using 1-8 ejectable bays providing capacities from 80GB-16TB. Any capacity SATA disk can be used to deliver a solution targeted to your backup needs.
- ⊗ Disks are prepared for safe removal using hardware, software and the Idealstor protective caddy and carrying case.
- ⊗ Data can be replicated to the other disks in the system or physically removed to be taken offsite for backup and disaster recovery.
- ⊗ Backup speeds up to 300MB/second per disk over the network and even faster when performing restores. Multiple backups can be run simultaneously.
- ⊗ Drives that are warranted up to 3 years by industry leading drive manufacturers. Compare that to your tapes and the annual cost savings in media alone is staggering.



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**Key Benefits:**

- ⊗ Tape Free Backup - a disk to disk backup and storage solution that utilizes disk and only disk as the backup and storage medium
- ⊗ Save on valuable rack space - one 4U rackmount appliance becomes the media server and storage/backup solution
- ⊗ Lower Total Cost of Ownership than disk and tape alternatives - one appliance becomes your storage and backup solution reducing annual maintenance costs and overhead
- ⊗ One stage backup and restore - Idealstor SATA eliminates the need to stage backups and restores from disk to tape
- ⊗ Save on software costs by not having to purchase expensive client access licenses to backup data to tape media and tape libraries
- ⊗ Cost of disk continues to drop while capacities continue to increase. Idealstor SATA takes advantage of both providing a cost effective and scalable storage and backup solution
- ⊗ Completely remove tape from your backup and disaster recovery plan. Eliminate the need to retension tape media, replace tapes every year and eliminate failed backups and restores due to data not being properly written on your tapes
- ⊗ Run multiple simultaneous backups
- ⊗ Use your existing backup software

**Product Highlights:**

Windows 2003 Server Operating System

19" - 4U Rackmount

Intel Processors - single or dual depending on backup capacity

Redundant Power Supply on 4, 6 and 8 Bay units - can be added to 2 Bay

Redundant and Hot Swappable RAID 5 Array available on FrankeNAS units

Backup Capacity - 80GB -16TB of native capacity

Can be configured with 1-8 Idealstor Ejectable Bays

**Idealstor SATA Part Numbers**

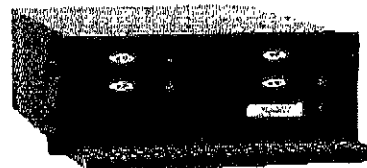
BA4U-2E - 2 Bay SATA Backup Appliance

BA4U-4E - 4 Bay SATA Backup Appliance

BA4U-6E - 6 Bay SATA Backup Appliance

BA4U-8E - 8 Bay SATA Backup Appliance

*\* The Idealstor SATA Backup Appliance comes configured with a variety of ejectable bays for backup. Each bay can accommodate up to a 2TB SATA2 disk. This appliance comes with a list of upgrades that can be added to create a solution that is targeted to meet your company's individual needs.*



1-888-864-3257

18203-A Flower Hill Way  
Gaithersburg, MD 20879



**IDEALSTOR™**

## Idealstor Teralyte

For years storage companies have claimed that disk to disk backup was an ideal solution for small to medium sized businesses. As data increased, the higher seek times, larger capacities and decreasing costs have led many SMB's to move to some sort of disk backup solution. The problem for the SMB has been that even though disk has made the backup/restore process faster, companies still needed to rely on tape for offsite backup.

The Idealstor Teralyte was designed with the SMB in mind and for the first time offers a truly portable disk backup solution. The Teralyte combines the speed of SATA disks with the portability of tape by using disk media for both backup and offsite storage. Teralyte uses non-proprietary hard drives allowing SMB's to use any capacity/manufacturer SATA disk as locally attached removable disk backup media. These disks can then be left in the system for local storage or they can be physically removed, like a tape for offsite storage and disaster recovery. Disk to disk backup is designed to eliminate the problems associated with tape based backup. Teralyte makes this a reality by using portable disk media and completely eliminating the need for tape.

### Teralyte Makes Tape Obsolete!

**Ejectable Disk Backup -** Non-proprietary SATA disks are used as the backup and offsite media. Teralyte uses a combination of Idealstor software and hardware to provide for safe removal of the backup disks.

**Faster Recovery Time -** SATA disks use Serial technology to quickly transfer data. In addition, SATA disks use native command queuing to efficiently access data stored on the SATA platter.

**Largest Capacity -** Teralyte uses any capacity SATA disk on the market. Current capacities up to 2TB Native per disk. Tape just can't compete.

**Bundled Backup Software -** Teralyte comes bundled with iBac as a backup alternative. iBac offers native format backup which makes restoring data simply drag and drop! In addition, iBac will never backup a file unless it has changed since the previous backup. In essence, iBac performs an incremental backup but the end result is a full backup making your backup window virtually disappear.

### Product Highlights:

- ① Can attach directly to any Windows Server or PC via a controller provided by Idealstor.
- ② Use removable disk media in place of tape. Disk offers higher transfer rates, capacities and are far more reliable than tape backup.
- ③ Disks are prepared for safe removal using Idealstor's Disk Management software. In addition each disk comes with the rugged Idealstor shock protective caddy and carrying case.
- ④ Data can be replicated to the other disks in the system or physically removed to be taken offsite for backup and disaster recovery.
- ⑤ SATA disks offer transfer rates of up to 300MB/second per disk. Simultaneous backups can be run on our multiple drive Teralyte solutions.
- ⑥ Drives that are warranted up to 3 years by industry leading drive manufacturers. Compare that to your tapes and the annual cost savings in media alone is staggering.

IDEALSTOR TERALYTE

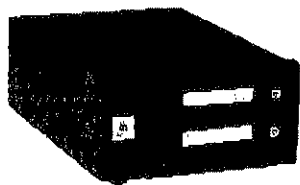


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**Key Benefits:**

- ⊙ Tape Free Backup - use disk like tape as offsite backup media
- ⊙ Designed for the SMB - Easy to use and integrate into your network. Eliminate costly disk and tape backup solutions
- ⊙ Lower Total Cost of Ownership than disk and tape alternatives
- ⊙ One stage backup and restore - Idealstor SATA eliminates the need to stage backups and restores from disk to tape
- ⊙ Free Backup Software - iBac 5.0 makes backup easy and affordable.
- ⊙ Cost of disk continues to drop while capacities continue to increase. Teralyte takes advantage of both providing a cost effective and scalable storage and backup solution
- ⊙ Eliminate the need to re-tension tape media, replace tapes every year and eliminate failed backups and restores due to data not being properly written on your tapes.
- ⊙ Capacity - Up to 2TB/disk. Compared to a similar tape backup solution and the capacity alone makes disk the obvious choice.



TLYTE-2SA - 2 Bay Teralyte

**Product Highlights:**

1, 2 and 4 Drive systems available

Backup using SATA interface

Transfer rates up to 300MB/second

Use any manufacturer/capacity disk

Available as a Rackmount or Desktop unit

Hot swap drive bays to make disks portable

Rugged Caddy and Carrying Case for offsite storage

Can be used with any Windows Server or PC

**Specifications:**

- Bundled with PCI 32 or PCI Express eSATA Controller and Cables.

- Can be installed in a PCI, PCI-X or PCIe slot on the motherboard

- Controllers with Low Profile Bracket are available

- Requires Windows XP Professional, 2003 Server, 2008 Server or Vista installed on the host system. Windows 2000 is not supported.

*\* The Idealstor Teralyte comes configured with a variety of ejectable bays for backup. Each bay can accommodate up to a 2TB SATA disk. As SATA capacities increase, Teralyte may be compatible with the larger disks. Check with Idealstor for compatibility.*



TLYTE-1SA - 1 Bay Teralyte

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